



Brian Matthews

Chief Operating Officer

CONTACT

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United States, San Francisco, CA

EDUCATION

2010 - 2012

MBA in Entrepreneurship

Stanford Graduate School of Business,
United States, Palo Alto, CA

2001 - 2005

Bachelor of Science in Computer Science

University of California, Berkeley,
United States

Lean Six Sigma Black Belt

International Association for Six
Sigma Certification, Certification
Date: March 2020

LANGUAGES

- French - fluent

PROFESSIONAL SUMMARY

Strategic and results-driven COO with 10+ years of experience in scaling tech startups from seed stage to exit. Expert in driving operational efficiency, building high-performing teams, and implementing agile methodologies to optimize product delivery.

EXPERIENCE

Chief Operating Officer

2018 - Now

Innovative Tech Solutions, United States, San Francisco, CA

- Scale operations from 50 to 200+ employees, supporting 300% revenue growth in three years.
- Implement agile project management systems that reduced product development cycles by 30%.
- Spearhead cross-functional alignment between engineering-, product, and sales teams, improving time-to-market by 20%.
- Negotiate vendor contracts and partnerships that reduced annual operational costs by \$1.5M.

Director Of Operations

2014 - 2018

NextGen Technologies, United States, San Francisco, CA

- Managed day-to-day operations for a 100-person startup focused on AI-driven solutions.
- Led operational restructuring which increased worker productivity by 25%.
- Introduced performance management systems that improved employee retention by 15%.

SKILLS

Scaling operations



Project management software



Cross-functional team leadership



Contract negotiation and vendor management



Financial forecasting and budgeting



Cybersecurity and data privacy

